

Message Text

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INFO OCT-01 NEA-10 ISO-00 EB-07 RSC-01 /019 R

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STATE/NEA/EGY:GBROWN PHONE)

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FM SECSTATE WASHDC

TO AMEMBASSY BEIRUT PRIORITY

AMEMBASSY CAIRO

AMEMBASSY DAMASCUS

AMEMBASSY JIDDA

AMCONSUL DHAHRAN

INFO AMEMBASSY AMMAN

AMEMBASSY KUWAIT

USINT BAGHDAD

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USDOC

BEIRUT ALSO FOR RTDO

E.O. 11652: N/A

TAGS: BEXP, XF

SUBJECT: RAILWAY EQUIPMENT AND TECHNOLOGY MISSION

REF: STATE 063734 (NOTAL)

1. BASED ON KILLOUGH APRIL-JUNE 1974 MARKET RESEARCH SURVEYING
TRADE OPPORTUNITY POTENTIAL ARISING FROM EASTERN ARAB RAILWAY
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EXPANSION, COMMERCE PLANS TO SEND AN 8-10 MEMBER OFFICIAL TRADE

MISSION TO AREA IN FEBRUARY 1975. COPIES OF KILLOUGH REPORT SENT PREVIOUSLY TO ALL ACTION POSTS. SUBSEQUENT INFORMATION INDICATES THAT ONGOING RAILWAY EXPANSION VERY SIGNIFICANT IN SYRIA AND IRAQ AND IMPORTANT NEW PHASE OF EGYPTIAN RAILWAY RECONSTRUCTION MAY BEGIN SOON. NEW RAILWAY ACTIVITY IN LEBANON AND SAUDI ARABIA MINIMAL BUT TRADE POTENTIAL LATTER COUNTRY WILL BE LARGE IF IT ADOPTS A POSITIVE RAILWAY IMPROVEMENT PROGRAM.

2. PROPOSED RAILWAY MISSION ITINERARY AS FOLLOWS: EGYPT (CAIRO, ALEXANDRIA), FEBRUARY 8-13; SYRIA (DAMASCUS, HOMS), 14-17; SAUDI ARABIA (DHAHRAN, RIYADH, JIDDA), 18-24.

3. MISSION, ALREADY PARTLY RECRUITED, WILL BE COMPOSED OF WELL-BALANCED SELECTION RAILWAY EQUIPMENT AND RAPID TRANSIT CONSULTING EXECUTIVES, SOME WITH PREVIOUS MID-EAST EXPERIENCE, COMPETENT TO PURSUE IMMEDIATE AND LONGER-TERM COMMERCIAL OPPORTUNITIES IN ALL PHASES OF RAILWAY EQUIPMENT, CONSTRUCTION AND MAINTENANCE. IN INDIVIDUAL, OR MISSION CAPACITY, THEY WILL ALSO BE ABLE PROVIDE USEFUL COUNSEL TO RESPECTIVE NATIONAL RAILWAY AUTHORITIES, MOST OF WHOM EXPRESSED DESIRE TO MRO FOR US ADVICE ON SPECIFIC RAILWAY PROBLEMS.

4. DAMASCUS: AS MRO KILLOUGH UNABLE VISIT SYRIA DURING AREA TOUR, WE NEED CURRENT ASSESSMENT BY EMBASSY DAMASCUS OF DEGREE OF INTEREST OF SYRIAN RAILWAY AUTHORITY IN US EQUIPMENT AND TECHNOLOGY. FYI DURING OCTOBER 4 VISIT OF DR. IMADI, SYRIAN MINISTER OF ECONOMY AND FOREIGN TRADE, TO COMMERCE DEPARTMENT SECRETARY DENT, FORMER REQUESTED THAT US TRADE MISSIONS BE DIRECTED TO SYRIA IN NEAREST FUTURE.

5. MISSION DIRECTOR WILL BE DON R. HENDERSON OFFICIAL OF COMMERCE ACTION GROUP NEAR EAST (CAGNE) NOW TRANSFERRING TO OFFICE OF FIELD OPERATIONS (OFO). HE LED SUCCESSFUL RAILWAY MISSION TO INDIA AND PAKISTAN TWO YEARS AGO. MISSION ADVANCE MAN, GEORGE T. BECK OF CAGNE, WILL VISIT AREA BEGINNING AROUND JANUARY 20 AND WILL ASSIST IN MISSION BRIEFING ON ITS ARRIVAL IN CARIO.

6. ACTION REQUESTED: (A) POSTS CONCURRENCE OF ACTION ADDRESSEES REQUESTED BY COB 12/17/74. (B) DAMASCUS URGED FURNISH, AS CONVIENT, ADDITIONAL INFORMATION RE POTENTIAL RAILWAY EQUIPMENT, DEVELOPMENT UNCLASSIFIED

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(C)AS USUAL, MISSION BROCHURE TO BE PRINTED IN BEIRUT. INGERSOLL

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